

## Message Text

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46

ACTION NEA-12

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 7611

INFO AMEMBASSY BEIRUT

USDOC WASHDC

UNCLAS KUWAIT 3257

FOR NEA AND NEA/EX

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, KU, QA

SUBJECT: COMMERCIAL PROGRAM

REF: (A) STATE 162537 (B) KUWAIT 3187 (NOTAL)

1. REF A REPORTED POINTS MADE BY UNDERSECRETARY CASEY WITH DEPARTMENT ASSISTANT SECRETARIES INCLUDING POINT THAT ADDITIONAL RESOURCES NEEDED FOR ECONOMIC/COMMERCIAL PROGRAMS. WE HAVE USED REFTEL AS OCCASION TO SURVEY OUR OWN PRIORITY REQUIREMENTS AT KUWAIT AND LOWER GULF POSTS. MOST URGENT REQUIREMENTS WE BELIEVE ARE FOLLOWING:

A. COMMERCIAL OFFICER POSITION IN DOHA: LIKE UAE, THOUGH SMALLER, QATAR HAS COMBINATION RELATIVELY HIGH INCOME FROM OIL AND AMBITIOUS DEVELOPMENT PLANS. IMPOSSIBLE GIVE PROPER ATTENTION TO MANY IMPORTANT TRADE OPPORTUNITIES WITHOUT COMMERCIAL OFFICER ON THE SCENE. WITH HIS OTHER RESPONSIBILITIES, CHARGE SIMPLY CANNOT DEVOTE ADEQUATE TIME TO COMMERCIAL PROGRAM. ADDITIONAL OFFICER NECESSARY TO DEVELOP  
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COMMERCIAL AND GOQ CONTACTS AND HELP US FIRMS LAND

MAJOR CONTRACTS (REF B).

B. ADDITIONAL SEDAN IN KUWAIT: APART FROM AMBASSADOR'S SEDAN, THERE IS ONLY ONE SEDAN FOR REST OF EMBASSY AND THIS VEHICLE ALMOST ALWAYS NEEDED FOR URGENT REQUIREMENTS OF OTHER SECTIONS OF EMBASSY. AS RESULT, NEITHER ECONOFF NOR COMMOFF CAN DEPEND ON EMBASSY VEHICLES TO MAKE CALLS ON BUSINESSMEN OR OFFICIALS. THEY WILLING TO USE THEIR OWN VEHICLES, OF COURSE, BUT THIS NOT ALWAYS POSSIBLE AND IN ANY CASE RESULTS IN OTHER PROBLEMS. PUBLIC TRANSPORTATION HERE NOT FEASIBLE ALTERNATIVE. ADDITIONAL OFFICIAL VEHICLE WOULD GIVE ECON/COMMERCIAL OFFICERS MUCH NEEDED FLEXIBILITY IN MAKING IMPORTANT CALLS AND MAINTAINING CONTACTS WITH OFFICIALS AND BUSINESSMEN.

C. IMPROVED FURNISHINGS FOR COMMERCIAL OFFICES: STEADY STREAM OF US AND KUWAITI BUSINESSMEN CALL AT EMBASSY TO VISIT COMMERCIAL LIBRARY OR ECON/COMMERCIAL OFFICERS. CONTINUING UNAVAILABILITY OF FUNDS HAS LED TO SITUATION WHERE OFFICES ARE INADEQUATELY FURNISHED WITH UNATTRACTIVE, OLD AND UNMATCHING FURNITURE. BUSINESSMEN HAVE COMMENTED DESPARAGINGLY ABOUT THIS CONDITION AND WE CAN ASSUME THAT NEGATIVE IMPACT IS LEFT WITH MOST BUSINESS VISITORS. WOULD LIKE TO BE ABLE RECEIVE BUSINESS VISITORS IN AS ATTRACTIVE AND COMFORTABLE SETTING AS POSSIBLE AND AT SAME TIME TO HAVE ADEQUATE BOOKSHELVES, TABLES, ETC. IN COMMERCIAL LIBRARY TO ENHANCE ITS USEFULNESS AND APPEAL.

D. DOWNTOWN COMMERCIAL OFFICE: POSSIBLE VARIATION ON ITEM C IS TO SET-UP SEPARATE COMMERCIAL OFFICE IN BUSINESS DISTRICT OF KUWAIT. THOUGH THERE ARE DISADVANTAGES TO SPLITTING ECON/COMMERCIAL SECTION IN TERMS OVERALL EFFICIENCY AND THOUGH SOME BUSINESS VISITORS DISLIKE CALLING AT OFFICE SEPARATE FROM EMBASSY PROPER, THERE ALSO MANY ADVANTAGES STEMMING FROM BRINGING COMMERCIAL OFFICE

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PHYSICALLY CLOSER TO GENERAL BUSINESS DISTRICT. LOCAL BUSINESSMEN WOULD BE ABLE COME TO OFFICE AND OUR OWN OFFICERS WOULD BE ABLE TO VISIT BUSINESSMEN AND MANY OFFICIALS WITH LESS DIFFICULTY THAN PRESENTLY IS CASE.

2. REALIZE PREVIOUS PARAGRAPH PROVIDES ONLY BROAD-BRUSH RATIONALE FOR REQUESTED ADDITIONAL

RESOURCES. NEVERTHELESS, IN SPIRIT UNDERSECRETARY  
CASEY'S REMARKS (REFTEL) WE INTERESTED KNOWING  
DEPARTMENT'S REACTION TO PROPOSALS IN PARA 1.  
WHEN AND IF NECESSARY, WE PREPARED PROVIDE ADDITIONAL  
INFO.  
STOLTZFUS

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